

Message Text

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FM AMEMBASSY BUCHAREST

TO SECSTATE WASHDC 0400

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C O N F I D E N T I A L BUCHAREST 4586

E.O. 11652: GDS

TAGS: EIND ETRD ETRN RO

SUBJ: AMBASSADOR'S CALL ON MINISTER OF HEAVY MACHINERY

AVRAM

REF: (A) BUCHAREST 3609; (B) STATE 203556

1. WE APPRECIATE FULL AND PROMPT RESPONSE FROM WASHINGTON WHICH ENABLED US TO FOLLOW UP WITH MINISTRY OF HEAVY MACHINERY ON SEVERAL PROJECTS OF SPECIAL INTEREST FOR US FIRMS. IT ALSO GAVE US THE CHANCE TO ENCOURAGE THE MINISTRY AND THE MINISTRY OF FOREIGN GRADE TO PREPARE CAREFULLY FOR THE FORTHCOMING VISIT TO THE US OF MINISTER AVRAM (NOW SCHEDULED FOR LATE NOVEMBER OR DECEMBER 1974) IN ORDER TO MAKE THE MOST OF DIRECT ROMANIAN CONTACT WITH PRIVATE US FIRMS.

2. ROLLER BEARINGS - MINISTRY OFFICIAL EXPRESSED SATISFACTION WITH RECENT PROGRESS MADE WITH ROLLWAY, AND SAID HE WOULD LOOK INTO THE QUESTION OF ANY FURTHER, PRECISE INFORMATION WHICH OTHER US FIRMS MAY HAVE REQUESTED AND NOT YET RECEIVED.

3. MACHINE TOOLS - MINISTRY IS ESPECIALLY PLEASED WITH RECENT PROGRESS AND WITH RESULTS OF ROMANIANS WORKING
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THROUGH NMTBA AS SPONSORING ORGANIZATION. THEY WERE ALSO AWARE OF BEWT ASSISTANCE AND ASKED US TO PASS ON

MINISTRY'S APPRECIATION FOR THESE EFFORTS.

4. OFFSHORE OIL EXPLORATION - ROMANIAN OFFICIALS HAVE TOLD US THAT NEGOTIATIONS ON THIS PROJECT ARE REACHING ITS FINAL STAGES AND THAT THEY HOPE TO HAVE FINAL DECISION BEFORE THE END OF THIS YEAR. OUR FEELING SO FAR IS THAT THE CONTRACT WILL BE AWARDED TO A US FIRM.

5. IN ADDITION TO THE PROJECTS MENTIONED IN THE DEPARTMENT'S MESSAGE, MINISTRY OFFICIAL DESCRIBED RECENT ENCOURAGING PROGRESS ON THE PROJECT FOR SALE OF SWITCHING LOCOMOTIVES TO THE US WORKING WITH THE STANRAY INTERNATIONAL CORPORATION WHICH IS APPARENTLY RUNNING A TESTING PROGRAM IN CONJUNCTION WITH THE SANTE FE RAILROAD. THE MINISTRY IS OPTIMISTIC THAT THESE TESTS WILL BE SUCCESSFUL AND WILL OPEN A NEW AREA FOR TRADE WITH THE US INVOLVING PRODUCTS OF THE HEAVY MACHINERY INDUSTRY.

6. MINISTER AVRAM INTENDS TO TAKE ALONG A TEAM OF SPECIALISTS WITH HIM ON HIS TRIP TO THE US AND PLANS TO VISIT MOST OF THE FIRMS INVOLVED IN THESE PROJECTS. HIS SCHEDULE IS NOT YET FORMULATED, BUT WE WILL PASS ON MORE PRECISE INFORMATION AS SOON AS WE HAVE IT.

7. COMMENT: REGARDING PARAGRAPH 9 REFTTEL, WE SHARE WASHINGTON VIEWS ON PROPER ROLE FOR USG INVOLVEMENT. WE ARE NOT INTERESTED IN GETTING IN THE MIDDLE OF CONTRACT NEGOTIATIONS, BUT WE ARE CONVINCED THAT THERE ARE TIMES, AS IN THE CASE OF THE HEAVY MACHINERY MINISTRY, WHERE AN EXPEDITING AND CLARIFYING ROLE BY THE EMBASSY IS ESSENTIAL TO GETTING AND SOMETIMES KEEPING THINGS POINTED IN THE RIGHT DIRECTION.
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